

## Message Text

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 2433

INFO AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: ENRG, GW

SUBJECT: ECG-PRODUCER/CONSUMER RELATIONS AND  
RELATIONS WITH DEVELOPING COUNTRIES

REF: A. BONN 5146; B. STATE 81918; C. BONN 6540;

D. STATE 87302

THE FOLLOWING REVISED DRAFT OF THE JOINT FRG/JAPAN  
PAPER ON "PROSPECTS FOR ACCELERATED INDUSTRIALIZATION  
AND DEVELOPMENT IN OIL PRODUCING COUNTRIES" WAS  
PROVIDED TO US INFORMALLY AND IN CONFIDENCE BY THE  
FRG ECONOMICS MINISTRY. COMMENTS CONTAINED IN SEPTTEL.  
TEXT FOLLOWS (FRG ECONOMICS MINISTRY ENGLISH TEXT).

WORKING PAPER

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(SUBMITTED BY THE GERMAN DELEGATION IN COOPERATION

WITH THE JAPANESE DELEGATION)

THE PROSPECTS FOR ACCELERATED INDUSTRIALISATION  
AND SOCIO-ECONOMIC DEVELOPMENT IN THE PRINCIPAL  
PRODUCING AREAS, AND THE IMPLICATIONS FOR GLOBAL  
PATTERNS OF INTERNATIONAL TRADE AND INVESTMENT.

1. THIS PAPER DEALS ONLY WITH THE OPEC COUNTRIES.  
IT ASSESSES THESE COUNTRIES' DEVELOPMENT PROSPECTS  
(A) AND THEN THE EFFECTS ON THE WORLD ECONOMY (B).  
IT THEN POSES PRINCIPAL QUESTIONS (C).

A. PROSPECTS FOR DEVELOPMENT IN THE OIL-PRODUCING  
COUNTRIES. (SEE FOOTNOTE)  
(FOOTNOTE) NO.1 - THIS ALSO INCLUDES DEVELOPMENT  
OF AGRICULTURE, WHICH MAY BE OF CONSIDERABLE IMPORTANCE  
TO SOME OF THESE PRODUCING COUNTRIES. END FOOTNOTE.  
I. NECESSARY CONDITIONS FOR INDUSTRIALISATION  
AND SOCIO-ECONOMIC DEVELOPMENT

2. IF INDUSTRIALISATION AND DEVELOPMENT ARE TO BE  
ACCELERATED, A COMBINATION OF VARIOUS CONDITIONS IS  
REQUIRED, IN PARTICULAR, WITHOUT ANY PRIORITY BEING  
IMPLIED:

- CAPITAL FOR DEVELOPING PRODUCTIVE INDUSTRIAL  
CAPACITY,
- ECONOMIC AND SOCIAL INFRASTRUCTURE,
- A LABOUR FORCE OF SUFFICIENT SIZE AND QUALITY,
- MANAGEMENT WITH THE NECESSARY KNOW-HOW AT ITS  
DISPOSAL,
- POSSIBILITY OF IMPORTING CERTAIN INDUSTRIAL  
REQUISITES,
- LOCAL OR IMPORTED RAW MATERIALS FOR PROCESSING,
- SUITABLE SITES FOR INDUSTRY,
- APPROPRIATE NATIONAL AND INTERNATIONAL MARKETS  
FOR PRODUCTS
- THE WILL IN THE COUNTRIES THEMSELVES TO ACCELERATE  
INDUSTRIAL AND SOCIO-ECONOMIC DEVELOPMENT.

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3. NO PARAMETERS ARE AVAILABLE WHICH WILL SHOW IN  
DETAIL TO WHAT EXTENT AND IN WHAT COMBINATION THE  
ABOVE CONDITIONS EXIST IN THE OPEC COUNTRIES. THE  
PROSPECTS FOR ACCELERATED DEVELOPMENT IN THESE  
COUNTRIES CAN ONLY BE GUESSED AT WITH THE AID OF A  
FEW POINTERS.

THE INDICATORS CHOSEN - ALTHOUGH THEY ARE NECESSARILY

FRAGMENTARY BECAUSE OF THE LIMITED DATA AND INFORMATION

AVAILABLE - ARE:

- REVENUE FROM OIL EXPORTS AND GROSS NATIONAL PRODUCT  
PER CAPITA, AS ROUGH GUIDES TO THE AMOUNT OF CAPITAL  
PRESENT;

- POPULATION FIGURES AS A POINTER TO THE POTENTIAL  
LABOUR FORCE:

- ESTIMATED RESERVES OF OIL AND PRODUCTION OF OIL  
1973 AS A POINTER TO THE POSITION OF OIL-PRODUCING  
COUNTRY CONCERNED;

- THE COUNTRIES' DEVELOPMENT PLANS AS A SIGN OF THE

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POLITICAL WILL TO ACCELERATE DEVELOPMENT;

- THE MOVEMENT OF IMPORTS TO THE OPEC COUNTRIES.

THIS MOVEMENT, WHICH HELPS TO IMPROVE THE COMBINATION  
OF PRODUCTION FACTORS GIVES SOME IDEA OF THE SIZE OF

THE COUNTRIES' ABSORPTIVE CAPACITY. IT ALSO GIVES AN INDICATION OF THE PROBABLE TIME SCALE OF ACCELERATED DEVELOPMENT.

MORE INDICATORS, FOR INSTANCE, LEVEL OF LITERACY, ENROLMENT IN EDUCATIONAL INSTITUTIONS, POPULATION DISTRIBUTION BY AGE, EDUCATION, EMPLOYMENT SECTOR AND EXTENT OF INFRASTRUCTURE (ROADS, RAILWAYS, PORTS, AIR TRAFFIC ETC.) SHOULD BE INTRODUCED INTO THE ANALYSIS.

## II. PROSPECTS FOR DEVELOPMENT IN THE OPEC COUNTRIES

4. TABLES 1 TO 3 SHOW THAT THE NECESSARY CONDITIONS LIMITED OFFICIAL USE

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FOR DEVELOPMENT VARY WIDELY FROM COUNTRY TO COUNTRY WITHIN THE OPEC GROUPING. IT IS THUS USEFUL TO DIVIDE THE COUNTRIES INTO THREE GROUPS. (SEE FOOTNOTE)

### FOOTNOTE NO.1 -

IN LINE WITH THE SUBJECT, THE FOLLOWING ANALYSIS RELATES TO THE OVERALL CONDITIONS IN THE PRINCIPAL PRODUCING AREAS. IT DOES NOT COVER THE SPECIFIC SITUATION PREVAILING IN THE INDIVIDUAL OPEC COUNTRIES.

STUDIES WHICH ARE INTENDED TO COVER THE ACTUAL CONDITIONS HAVE BEEN CARRIED OUT FOR A NUMBER OF PRODUCING COUNTRIES BY THE OECD DEVELOPMENT CENTRE IN A PRELIMINARY ESTIMATE OF FOREIGN EXCHANGE ABSORPTIVE CAPACITY (DOC. CD/EDS (74), 3 - 9 AND 14). IN ADDITION, THE FACT SHEETS OF THE OECD DEVELOPMENT ASSISTANCE DIRECTORATE (BASED ON DD-324 DATED 6 APRIL 1973) CONTAIN INDICATIONS AS TO THE CONDITIONS FOR DEVELOPMENT EXISTING IN THE VARIOUS OPEC COUNTRIES.

THE COUNTRY APPROACH IS THE BASIS FOR WORKING OUT AND IMPLEMENTING SPECIFIC MEASURES TO ACCELERATE THE ECONOMIC DEVELOPMENT IN THE PRODUCING COUNTRIES. THIS SHOULD ALSO BE KEPT IN MIND IN CONNECTION WITH SECT. C, SUB-PARA. 10 BELOW - PROSPECTS FOR DEVELOPMENT IN THE OIL-PRODUCING COUNTRIES -. END FOOTNOTE.

### A) LOW ABSORBERS

BECAUSE OF THEIR RAPIDLY INCREASING REVENUE FROM OIL EXPORTS, THESE COUNTRIES ARE WELL PROVIDED WITH CAPITAL TO FINANCE DEVELOPMENT. THE OTHER CONDITIONS, HOWEVER, ARE NOT MET. THEY ARE THINLY POPULATED AND

THEREFORE, EVEN WITH HIGHER PARTICIPATION RATES, THEIR  
INDIGENOUS LABOR FORCES WOULD STILL BE SMALL. THEY  
LACK TECHNOLOGICAL AND MANAGERIAL KNOW-HOW, THEY HAVE  
TRADITIONALLY-BASED SOCIAL STRUCTURES, THEY POSSESS  
LIMITED RAW MATERIALS WITH THE EXCEPTION OF ENERGY.  
MOST DO NOT YET HAVE EFFICIENT TRANSPORT NETWORKS  
OR FULLY ELABORATED LONG-TERM DEVELOPMENT PLANS.  
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SPECIAL ADDITIONAL EFFORTS WILL BE NEEDED TO PUSH  
FORWARD THE ESTABLISHMENT OF INDIGENOUS INDUSTRIES. A  
START MIGHT BE MADE WITH INVESTMENT IN ENERGY-INTENSIVE  
INDUSTRIES AND OIL-PROCESSING PLANT. SUCH EFFORTS  
WOULD CALL FOR THE EMPLOYMENT OF FOREIGN SPECIALISTS.

B) MEDIUM ABSORBERS

THIS GROUP OF OPEC COUNTRIES PROBABLY FULFILLS THE  
PRECONDITIONS FOR ACCELERATED DEVELOPMENT BETTER.  
SUFFICIENT CAPITAL IS PRESENT. LABOUR IS AVAILABLE.  
SOME OF THESE COUNTRIES ALREADY HAVE LONG-TERM  
DEVELOPMENT PROGRAMMES AND FUNCTIONING TRANSPORT  
SYSTEMS. HOWEVER, ALL THE COUNTRIES IN THIS GROUP  
ARE LIKELY TO HAVE DIFFICULTIES IN OBTAINING TECHNICAL  
AND MANAGERIAL KNOW-HOW AND MAKING IT AVAILABLE,  
UNLESS THE INDUSTRIALISED COUNTRIES ARE WILLING TO  
(SUPPLY?) SKILLED PERSONNEL. INDUSTRIALISATION WILL  
CONCENTRATE ON THE PROCESSING OF LOCAL RAW MATERIALS  
(E.G., PETROCHEMICALS). CONSIDERATION MIGHT ALSO BE  
GIVEN TO TRANSFERRING MANUFACTURING PLANT OF AN  
APPROPRIATE KIND FROM THE INDUSTRIALISED NATIONS TO  
THE OPEC COUNTRIES. THE PROGRESS MADE IN ACCELERATED  
DEVELOPMENT IN THE INDUSTRIAL AND AGRICULTURAL FIELDS  
WILL DETERMINE WHETHER IMPORTS CAN BE RAISED TO MATCH

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HIGHER OIL REVENUES. IN THE MEDIUM AND LONG TERM, THESE COUNTRIES' ABSORPTIVE CAPACITIES ARE LIKELY TO GO ON INCREASING AS A RESULT OF THE COMPARATIVELY FAVOURABLE CONDITIONS FOR ECONOMIC GROWTH.

C) HIGH ABSORBERS

THERE COUNTRIES ARE, IT IS TRUE, RECEIVING CONSIDERABLE OIL REVENUES WHICH CAN BE INVESTED AS CAPITAL TO ACCELERATE DEVELOPMENT. HOWEVER, EVEN IF THE OTHER CONDITIONS FOR GROWTH ARE MET, THE ADEQUACY OF THIS CAPITAL INFLOW SHOULD NOT BE OVER-ESTIMATED IN VIEW OF THE NUMEROUS DEVELOPMENT TASKS WHICH LIE AHEAD. ACCELERATING INDUSTRIALISATION WITHIN A SHORT PERIOD OF TIME WOULD SEEM DIFFICULT. INDUSTRIAL CAPACITY IS STILL LARGELY LACKING.

THE INVESTMENT NEEDED IN INFRASTRUCTURE HAS A HIGH LIMITED OFFICIAL USE

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CAPITAL CO-EFFICIENT AND TAKES A LONG TIME TO PRODUCE RESULTS. IT IS PROBABLE THAT THESE OPEC COUNTRIES WILL IN THE MEDIUM AND LONG TERM ABSORB THEIR OIL REVENUES COMPLETELY AND HAVE TO RELY FOR THE FURTHER DEVELOPMENT OF THEIR ECONOMIES ON FOREIGN CAPITAL. PARTICULARLY THESE COUNTRIES WOULD OFFER AN OUTLET FOR THE FUNDS OF THE LOW ABSORBERS. IT IS GENERALLY BECOMING EVIDENT THAT THERE ARE STARTING

POINTS IN THE OPEC-COUNTRIES FOR AN ACCELERATED ECONOMIC DEVELOPMENT -- HOWEVER, IT SEEMS HARDLY POSSIBLE TO ACHIEVE A SIGNIFICANT ACCELERATION IN THE SHORT TERM. SUBSTANTIAL RESULTS MAY BE EXPECTED IN THE PRODUCING COUNTRIES IN THE MEDIUM AND LONG TERM.

THE ABOVE BREAKDOWN CAN OF COURSE ONLY PROVIDE A ROUGH IDEA OF THE PROSPECTS FOR ACCELERATED ECONOMIC DEVELOPMENT IN THE OPEC COUNTRIES. FURTHERMORE, THE DIVIDING LINES BETWEEN THESE GROUPS - IN PARTICULAR BETWEEN MEDIUM ABSORBERS AND HIGH ABSORBERS - CAN IN ACTUAL FACT NOT BE FIRMLY DRAWN.

B. EFFECTS ON THE STRUCTURE OF THE WORLD ECONOMY IN THE FIELDS OF TRADE AND INVESTMENT.

I. WORLD TRADE

5. TABLE 4 SHOWS THE GLOBAL PATTERN OF INTERNATIONAL TRADE BETWEEN 1970 AND 1972, AND INCLUDES THE OPEC COUNTRIES. THE EXPORT SIDE OF THIS PATTERN WILL ALREADY BE CHANGED IN 1974 AND AFTER BECAUSE OPEC EXPORTS ARE RISING CONSIDERABLY IN VALUE TERMS. EXPORT EARNINGS WILL INCREASE ACCORDINGLY. (SEE FOOTNOTE) FOOTNOTE NO.1 - ACCORDING TO WORLD BANK AND OECD ESTIMATES, FROM 14.5 BILLION US DOLLARS IN 1972 TO MORE THAN 85 BILLION US DOLLARS IN 1974. END FOOTNOTE. THE OPEC COUNTRIES ARE THUS LIKELY WITHIN A SHORT TIME TO ACHIEVE HIGHER EXPORT EARNINGS IN INTERNATIONAL TRADE THAN THE REST OF THE DEVELOPING COUNTRIES. IN THE MEDIUM AND LONG TERM THE VALUE OF THE PRODUCER COUNTRIES' EXPORTS MAY ALSO RISE BECAUSE INVESTMENT IN THE OIL AND OTHER INDUSTRIAL SECTORS WILL LEAD TO EXPORTS OF PROCESSED PRODUCTS.

6. THE IMPORT SIDE OF THE PATTERN WILL ONLY CHANGE IF THE CURRENTLY LIMITED ABSORPTIVE CAPACITIES OF LIMITED OFFICIAL USE

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THE OPEC COUNTRIES GROW SUBSTANTIALLY. THE OIL-PRODUCING COUNTRIES' GREATEST DEMAND IS LIKELY TO BE FOR CAPITAL GOODS (FOR INDUSTRY AND INFRASTRUCTURE) AND TO BE ADDRESSED TO THE INDUSTRIALISED COUNTRIES. IT IS NOT POSSIBLE AT THE MOMENT TO SAY HOW FAR THIS DEVELOPMENT WILL ALTER THE PATTERN OF GLOBAL IMPORTS

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IN THE MEDIUM AND LONG TERM. BUT IT IS TO BE FEARED THAT BECAUSE OF THEIR ECONOMIC STRUCTURES THE NON-OIL-PRODUCING COUNTRIES WILL FIND IT HARD TO PROFIT FROM THIS NEW PATTERN IN THE WORLD ECONOMY.

II. INVESTMENT (SEE FOOTNOTE) FOOTNOTE NO. 2- THIS IS UNDERSTOOD TO MEAN DIRECT INVESTMENT.END FOOTNOTE.

7. SO FAR, THE MAIN SUPPLIERS OF INVESTMENT HAVE BEEN THE INDUSTRIALISED COUNTRIES AND ISOLATED OIL-PRODUCING STATES. AS A CONSEQUENCE OF THEIR SURPLUS REVENUES, OTHER OPEC COUNTRIES AS WELL WILL NOW NOT ONLY BE INVESTING MORE DOMESTICALLY BUT WILL ALSO BE MORE STRONGLY REPRESENTED AMONG THE CAPITAL-EXPORTING COUNTRIES. TO THE EXTENT AND AT THE RATE THAT THIS HAPPENS, A BASIC CHANGE IN THE PATTERN OF INTERNATIONAL INVESTMENT WILL RESULT.

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8. IT IS DIFFICULT TO SAY WITH ANY PRECISION WHERE



OPEC COUNTRIES WILL INVEST THEIR INCREASED REVENUES. INAS FAR AS THEY DO NOT INVEST AT HOME THEIR FUNDS WILL FLOW TO THOSE INDUSTRIALISED AND DEVELOPING COUNTRIES WHICH ECONOMICALLY AND POLITICALLY OFFER THE MOST PROMISING INVESTMENT OPENINGS IN THE LONGER TERM. SIGNIFICANT FLOWS OF OPEC-FUNDS ARE LIKELY TO ASSIST REGIONAL DEVELOPMENT IN AREAS SUCH AS THE MIDDLE EAST AND NORTH AFRICA. HOWEVER, THE UNEVEN REGIONAL AND SECTORAL SPREAD OF INVESTMENT COULD CAUSE PROBLEMS OF DIFFERING CHARACTER, FOR BOTH DEVELOPING AND INDUSTRIALISED COUNTRIES (E.G. IN COMBATTING INFLATION AND ITS ADVERSE EFFECTS IN ECONOMIC, SOCIAL AND POLITICAL TERMS).

9. IN ADDITION, ONE CAN EXPECT ON THE BASIS OF PREVIOUS EXPERIENCE THAT THE INDUSTRIALISED COUNTRIES WILL CONTINUE TO INVEST IN THE OIL-PRODUCING COUNTRIES, AND THEIR GROSS INVESTMENT IN THESE COUNTRIES MAY EVEN RISE. INCREASED NET CAPITAL OUTFLOWS FROM INDUSTRIALISED COUNTRIES MAY NOT HAVE TO BE EXPECTED. THEIR PARTICIPATION IN DEVELOPMENT PROJECTS IN OIL-PRODUCING COUNTRIES IS LIKELY TO BE FINANCED ON A DIFFERENT BASIS THAN IN THE PAST. COOPERATION OF THIS KIND WOULD NOT ONLY CONTRIBUTE TO THE DESIRABLE INTEGRATION OF THE WORLD ECONOMY; IT IS ALSO SOUGHT AFTER BY SOME OIL-PRODUCING COUNTRIES BECAUSE THEY FEEL IT GIVES A CERTAIN GUARANTEE FOR THE SUCCESS OF DEVELOPMENT PROJECTS.

#### C. PRINCIPAL QUESTIONS

THE ABOVE ANALYSIS GIVES RISE TO THE FOLLOWING QUESTIONS AMONG OTHERS:

10. PROSPECTS FOR DEVELOPMENT IN THE OIL-PRODUCING COUNTRIES (SEE FOOTNOTE NO.1) TO PARA 4).

- WHAT CAN THE CONSUMER COUNTRIES DO TO SUPPORT ACCELERATED DEVELOPMENT ESPECIALLY INDUSTRIALISATION IN THE OIL-PRODUCING COUNTRIES? (E.G. LIMITED OFFICIAL USE

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-- BY PROMOTING COOPERATION BETWEEN COMPANIES IN THE CONSUMER AND PRODUCING COUNTRIES, IN THE FRAME-  
WORK OF OFFICIAL COOPERATION AGREEMENTS, IF APPROPRIATE,  
--BY IMPROVING TECHNICAL ADVISORY SERVICES,  
--BY OBTAINING AND MAKING AVAILABLE TECHNICAL AND MANAGERIAL KNOW-HOW,  
--BY OFFERING ASSISTANCE FOR IMPROVING PLANNING

AND ORGANISATIONAL CAPACITY IN PRODUCING COUNTRIES);

- HOW CAN THE SCARCITY OF QUALIFIED LABOUR IN THE PRODUCER COUNTRIES BE REMEDIED? (E.G. TRAINING OF MORE SKILLED WORKERS, PROVISION OF LABOUR FROM THE CONSUMER COUNTRIES);
- WHAT FORM OF INDUSTRIALISATION WOULD BEST SUIT THE PRODUCING COUNTRIES? (E.G. INDUSTRIES WHICH CAN ACT AS GROWTH POINTS);
- SHOULD EMPHASIS BE LAID ON QUICK RESULTS (IMMEDIATE ESTABLISHMENT OF SPECTACULAR PROJECTS) OR ON LONG RANGE DEVELOPMENT (GENERAL EDUCATION, PLANNING)?
- WHAT KIND OF MULTILATERAL APPROACH BY CONSUMER COUNTRIES TO HELPING THE OIL-PRODUCING COUNTRIES CAN BE ENVISAGED? (E.G. LAYING DOWN OF GUIDELINES WITHIN OECD COVERING INFORMATION AND CONSULTATION, AND JOINT TALKS ON ECONOMIC COOPERATION WITH THE PRODUCING

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COUNTRIES CONCERNED);

- HOW CAN A BILATERAL APPROACH BE HARMONIZED WITH  
THE MULTI-LATERAL APPROACH?

LL. EFFECTS ON INTERNATIONAL TRADE AND INVESTMENT

- SHOULD TRADE POLICY ISSUES ARISING BETWEEN  
PRODUCING AND CONSUMER COUNTRIES BE INCLUDED IN THE  
GATT MULTILATERAL TRADE NEGOTIATIONS? (E.G. AGREEMENTS  
NOT TO RESTRICT EXPORTS WHEN RAW MATERIALS ARE  
SCARCE);

- HOW CAN BILATERAL ARRANGEMENTS BETWEEN CONSUMER  
AND PRODUCER COUNTRIES BE SO STRUCTURED (DESIGNED)  
THAT THEY DO NOT LEAD TO DISCRIMINATION AMONG SUPPLIERS  
AND CUSTOMERS, THUS LEADING TO DISTORTIONS IN TRADE  
PATTERNS AND UNDERMINING THE MULTILATERAL ECONOMIC  
SYSTEM?;

- WHAT SHOULD BE DONE TO IMPROVE ACCESS TO THE  
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MARKETS OF THE INDUSTRIALIZED COUNTRIES? (E.G.  
EXPANDING TARIFF PREFERENCES AND REMOVING TRADE  
RESTRICTIONS IN THE CASE OF THE DEVELOPING COUNTRIES  
IN THE CONTEXT OF THE GATT NEGOTIATIONS);

- WHAT CAN BE DONE TO CHANNEL SURPLUS CAPITAL NOT  
USED BY THE PRODUCING COUNTRIES AT HOME MORE HEAVILY  
TOWARDS OTHER DEVELOPING COUNTRIES? (E.G. OFFER  
BY THE CONSUMER COUNTRIES AS WELL TO PROVIDE TECHNICAL  
AND MANAGERIAL KNOW-HOW TO THESE DEVELOPING COUNTRIES);

- ARE THERE ECONOMIC, POLITICAL OR OTHER LIMITS  
ON THE INVESTMENT OF OIL REVENUES IN CONSUMER  
COUNTRIES? (E.G. REINFORCING INFLATION, DANGER OF  
UNDESIRABLE CONCENTRATION, CONCERN OVER VOLATILITY  
OF SHORT-TERM INVESTMENTS);

- ARE THERE LIMITS (MACROECONOMIC OR SECTORAL) TO  
THE INDUSTRIALISED COUNTRIES' CAPACITY TO PROVIDE  
GOODS AND PERSONNEL, WHICH MIGHT SLOW DOWN THE PACE  
OF INDUSTRIALISATION IN THE PRODUCING COUNTRIES?  
END TEXT.

THE FOLLOWING FOUR TABLES WERE ATTACHED TO THE PAPER:

TABLE 1. REVENUE FROM OIL EXPORTS AND GROSS NATIONAL  
PRODUCT PER CAPITA IN OPEC COUNTRIES 1973 AND 1974.

TABLE 2. ESTIMATED RESERVES OF OIL AND OIL  
PRODUCTION 1973 (IN THE OPEC COUNTRIES).

TABLE 3. MOVEMENT OF IMPORTS BY OPEC COUNTRIES

1970 - 1972.

TABLE 4. PATTERN OF INTERNATIONAL TRADE 1970-72.  
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## Message Attributes

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**Subject:** ECG-PRODUCER/CONSUMER RELATIONS AND RELATIONS WITH DEVELOPING COUNTRIES  
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**To:** STATE  
**Type:** TE  
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